**Abdul Hadi Ali Ahmed**

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**PROFESSIONAL BACKGROUND**

**Viva Entertainment, Bahrain**

**Sales Executive, January 2006 - Present**

* Established quotas and managed performance to meet sales goals of BD 35000 per year. Negotiated sales contracts and cultivated business relations with major accounts such as Giant Obtained product distribution, displays, advertising, and proper merchandising.\*
* Evaluated all corporate divisions, products, services, and related markets to establish consensus with the Board of Directors regarding the company's strengths and weaknesses. Managed daily operation of sales & Marketing, including scheduling personnel, reconciling credit, check, and cash receipts, verifying deliveries, stocking new merchandise, and replenishing shelf stock, successfully completing all projects on time and under budget.\*
* Proven ability to turn projects around that are behind schedule and over budget. Managed all public relations activities for our customers.
* Modified time lines and work schedules according to company needs.
* Managed the financial controls of the Arabic Music division.\*
* Directed various aspects of advertising, marketing, and public relations.\*
* Highly regarded for consistently achieving superior sales results through leadership, planning, and effective implementations.\*
* Improved client satisfaction scores.\*
* Strong sales, marketing and customer-service orientation.\*
* Trained new employees in policy and procedures.\*
* Listened to and resolved customer complaints regarding service, product, and personnel.\*
* Conferred with company officials to develop methods and procedures to increase sales, expand markets, and promote business.\*
* Directed regional sales and marketing campaigns.\*
* Developing managerial talent by reviewing monthly productivity and identifying strategies for improvement.\*
* Established a more efficient order processing and record keeping system improving delivery time, order tracking, and reducing backorders.
* Ensured that distribution, merchandising, and price-point objectives were achieved.\*
* Established and implemented sales goals and launched new products.\*
* Established sales organizations, conducted trade shows, devised and implemented sales and marketing strategies, and maintained contractual agreements.

**Jawad Business Group, Bahrain**

**Sales & Marketing Manager, January 2004 - January 2006**

* Obtained new sales opportunities in difficult market. Obtained product distribution, displays, advertising, and proper merchandising.
* Supervised sales and marketing activities, managed staff, and oversaw daily operations. \*
* Established a more efficient order processing and record keeping system improving delivery time, order tracking, and reducing backorders.\*
* Established sales, distribution, and service operation.\*
* Established sales organizations, conducted trade shows, devised and implemented sales and marketing strategies, and maintained contractual agreements.\*
* Developed policies and procedures that ensured consistency of quality and customer service.\*
* Prospected and developed local accounts.\*
* Stabilized management turnover through training and development.\* Collaborated with marketing representatives on sales calls and provided the technical support to close deals.\*
* Negotiated with sales staff and advertisers to successfully resolve problems.\*
* Increased sales substantially through creative marketing.

**FALCON Properties, Manama - Bahrain**

**Sales & Office Manager, January 2003 - January 2004**

* Performed financial analysis of client portfolios, presented findings, and closed sales.
* Performed tenant credit checks, complaint resolution, and evictions. Prepared and negotiated commercial purchase and sale agreements.\*
* Evaluated commercial and residential properties as purchase prospects for speculation. Prepared and negotiated commercial purchase and sale agreements. Proactively managed the development process, anticipated problems, and enabled the timely closing of acquisitions. Motivated and enhanced employee morale.\*
* Experienced commercial and residential property appraiser.\*
* Developed creative and innovative marketing and advertising promotions.\*
* Dealt with real estate attorneys.\*
* Rented units, prepared advertising, ordered rental signs, showed property, worked with resident applications and rental agreements, and accepted deposits.\*
* Managed accounting responsibilities for portfolio of seven commercial properties.\*
* Worked as liaison between property managers and tenants to monitor delinquencies, reconcile tenant billings, and maintain tickler file for rental escalations and expirations.\*
* Developed personalized marketing campaigns.\*
* Linked new home owners to restoration experts when needed.

**Behzad Medical Est., Bahrain**

**Sales Medical Manager, January 2001 - January 2003**

* Targeted decision makers in major health maintenance groups and insurance plans.
* Marketed and sold medications to hospitals, pharmacies, and clinics, meeting with administrators, physicians, nurses, and pharmacists.\*
* Planned and prepared work schedules and assigned employees to specific duties.\*
* Hired, trained, and evaluated personnel in sales and marketing establishment\*
* Marketed and sold medications to hospitals, pharmacies, and clinics, meeting with administrators, physicians, nurses, and pharmacists.\*
* Presented technical material in objective and easily understood terms, generating extensive programmatic growth.\*
* Listened to and resolved customer complaints regarding service, product, and personnel\*
* Examined merchandise to ensure that it is correctly priced, displays and functions as advertised.\*
* Proficient in developing office procedures and forms to improve efficiency.\* Possess strong managerial, communications, and organizational skills.\*
* Provided senior management with monthly and year-to-date comparisons of business results and financial forecasting information.

**TRAINING**

o The Strategic Planning Process - Bahrain Society for Training & Development, 2003 - 2003

o Coaching Skill - Jawad Business Group, Manama, 2002 - 2003

o Effective Management - Jawad Business Group, Manama, 2003 - 2003

o Performance Appraisal - Bahrain Institute of Banking & Finance, 2000 - 2000

o BMMI - Team Building, Bahrain, 1999 - 1999

o Sales Strategies - Kenzo, France, 1998 - 1998

**EDUCATION**

Kuban Medical university, Krasnodar - Russia

Certificate, Medicine - Physician, January 1997

**LANGUAGES**

1- Russian

2- Spanish

3- English

4- Arabic

5- Hindi

**SKILLS**

• Time Management

• Presentations and Documentation

• Critical Problem Solving

• Supervision

• Computer

• SWOT Analyses